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POTASH & PHOSPHATE INSTITUTE

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For Immediate Release
PRESS RELEASE

E--285
DECEMBER, 1989

POTASH SALES

JULY-SEPTEMBER QUARTER, 1989

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) were 3,445,600 tons of product containing an equivalent 2,032,743 tons K_2O during the period July-September, 1989, according to the Potash & Phosphate Institute. This was a decrease of about 8% from the preceding July-September period.

EXPORTS to other countries were 839,235 tons K_2O, a decrease of 25%.

TOTAL AGRICULTURAL SALES (including exports) were 1,896,457 tons K_2O, a decrease of more than 8%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 1,056,056 tons K_2O, a 13% increase. In addition, 26,644 tons K_2O were imported into the United States from Asia and Europe.

AGRICULTURAL SALES IN CANADA amounted to 28,256 tons K_2O, a decrease of 44%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 136,286 tons K_2O, a decrease of 2%.

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MEMBERS: Agrico Chemical Company • AMAX Potash Corporation • CF Industries, Inc. • Cargill, Incorporated • Cedar Chemical Corporation • Central Canada Potash • Chevron Chemical Company • Cominco Fertilizers • Great Salt Lake Minerals & Chemicals Corporation • IMC Fertilizer Group, Inc. • Kalium Chemicals • Mississippi Chemical Corporation • Mobil Mining and Minerals Company • Potash Company of America, Inc. • Potash Company of Canada Limited • Potash Corporation of Saskatchewan • Texasgulf Inc. • Western Ag-Minerals Company

POTASH & PHOSPHATE INSTITUTE

POTASH SALES BY NORTH AMERICAN PRODUCERS

JULY - SEPTEMBER QUARTER - 1989 AND 1988 E-285

(K_2O TONS)

AGRICULTURAL	JULY - SEPTEMBER	
UNITED STATES	1989	1988
Standard Muriate	45,637	43,202
Coarse Muriate	548,163	449,719
Granular Muriate	369,571	349,421
Soluble Muriate	67,244	65,560
Sulphates	25,441	22,895
* TOTAL UNITED STATES	1,056,056	930,797
CANADA		
Standard Muriate	179	172
Coarse Muriate	5,969	19,721
Granular Muriate	20,340	28,975
Soluble Muriate	698	960
Sulphates	1,070	512
TOTAL CANADA	28,256	50,340
** EXPORTS		
Standard Muriate	543,084	628,312
Coarse Muriate	81,047	98,266
Granular Muriate	150,375	302,941
Soluble Muriate	16,532	34,300
Sulphates	21,107	24,322
TOTAL EXPORTS	812,145	1,088,141
TOTAL AGRICULTURAL	**1,896,457**	**2,069,278**
NON-AGRICULTURAL		
UNITED STATES		
Muriate	74,729	77,549
Soluble Muriate	28,914	25,262
Sulphates	1,628	1,845
TOTAL UNITED STATES	105,271	104,656
CANADA		
Muriate	3,508	7,549
Soluble Muriate	403	959
Sulphates	14	72
TOTAL CANADA	3,925	8,580
EXPORTS		
Muriate	5,761	1,856
Soluble Muriate	21,285	24,546
Sulphates	44	0
TOTAL EXPORTS	27,090	26,402
TOTAL NON-AGRICULTURAL	**136,286**	**139,638**
GRAND TOTAL	**2,032,743**	**2,208,916**
OVERSEAS IMPORTS INTO THE UNITED STATES		
Muriate	24,313	81,086
Sulphate of Potash	2,331	4,572
TOTAL IMPORTS	26,644	85,658

* Does not include imports from overseas.

** Canadian and U.S. deliveries to countries other than the U.S. and Canada.

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CORRECTED 3/14/90.

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E--286
March 1990

POTASH SALES
CALENDAR YEAR 1989

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) during calendar year 1989 were 16,294,723 tons of product containing an equivalent 9,532,411 tons K_2O according to the Potash & Phosphate Institute. This was a decrease of 8% from the previous calendar year.

EXPORTS to other countries were 3,744,953 tons K_2O, a decrease of 20%.

TOTAL AGRICULTURAL SALES (including exports) were 8,910,442 tons K_2O, a decrease of 9%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 4,957,479 tons K_2O, an increase of 3%. In addition, 331,858 tons K_2O were imported into the U.S. from overseas.

AGRICULTURAL SALES IN CANADA amounted to 344,634 tons K_2O, a decrease of 23%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 621,969 tons K_2O, an increase of about 6%.

OCTOBER-DECEMBER 1989

TOTAL SALES for all purposes (including exports) were 2,447,544 tons K_2O, during the period October-December, 1989, a decrease of about 4%.

EXPORTS to other countries were 783,327 tons K_2O, a decrease of 29%.

TOTAL AGRICULTURAL SALES (including exports) were 2,267,062 tons K_2O, a decrease of 5%.

AGRICULTURAL SALES IN THE UNITED STATES by the North American producers were 1,469,564 tons K_2O, an increase of 19%.

AGRICULTURAL SALES IN CANADA amounted to 62,016 tons K_2O, a decrease of 25%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 180,482 tons K_2O, an increase of 13%.

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POTASH & PHOSPHATE INSTITUTE

POTASH SALES BY NORTH AMERICAN PRODUCERS corrected 3/14/90

CALENDAR YEAR AND OCTOBER-DECEMBER QUARTER, 1989 AND 1988 E-286

(K2O TONS)

AGRICULTURAL	CALENDAR YEARS		OCT - DEC	OCT - DEC
UNITED STATES	1989	1988	1989	1988
Standard Muriate	341,549	285,600	89,950	75,788
Coarse Muriate	2,244,587	2,309,070	711,504	649,149
Granular Muriate	1,827,317	1,687,527	531,147	397,142
Soluble Muriate	376,664	373,949	89,102	75,281
Sulphates	167,362	140,517	47,861	37,907
* TOTAL UNITED STATES	4,957,479	4,796,663	1,469,564	1,235,267
CANADA				
Standard Muriate	1,079	9,401	373	3,010
Coarse Muriate	107,643	166,154	21,116	33,959
Granular Muriate	217,057	249,075	35,454	36,958
Soluble Muriate	6,155	8,142	990	1,992
Sulphates	12,700	14,665	4,083	6,778
* TOTAL CANADA	344,634	447,437	62,016	82,697
** EXPORTS				
Standard Muriate	2,392,095	3,245,421	482,241	855,713
Coarse Muriate	324,458	238,508	59,117	40,429
Granular Muriate	671,817	854,278	134,124	124,175
Soluble Muriate	98,895	120,239	19,700	34,376
Sulphates	121,064	93,320	40,300	10,712
TOTAL EXPORTS	3,608,329	4,551,766	735,482	1,065,405
TOTAL AGRICULTURAL	8,910,442	9,795,866	2,267,062	2,383,369
NON-AGRICULTURAL				
UNITED STATES				
Muriate	335,838	311,513	93,087	80,981
Soluble Muriate	127,719	114,540	33,805	28,461
Sulphates	6,699	7,303	1,895	1,683
TOTAL UNITED STATES	470,256	433,356	128,787	111,125
CANADA				
Muriate	13,331	22,945	3,417	5,411
Soluble Muriate	5,487	2,638	249	358
Sulphates	271	325	184	124
TOTAL CANADA	19,089	25,908	3,850	5,893
** EXPORTS				
Muriate	9,639	8,320	(211)	3,056
Soluble Muriate	122,839	121,043	47,954	38,973
Sulphates	146	129	102	44
TOTAL EXPORTS	132,624	129,492	47,845	42,073
TOTAL NON-AGRICULTURAL	621,969	588,756	180,482	159,091
GRAND TOTAL	**9,532,411**	**10,384,622**	**2,447,544**	**2,542,460**
OVERSEAS IMPORTS INTO THE UNITED STATES				
Muriate	(a) 307,883	531,132	75,859	146,090
Sulphate of Potash	23,975	45,295	4,159	15,057
TOTAL IMPORTS	(a) 331,858	576,427	80,018	161,147

* Does not include imports from overseas.

** Canadian and U.S. deliveries to countries other than the U.S. and Canada.

(a) Corrected 3/14/90.

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E--287
AUGUST 1990

POTASH SALES

JANUARY-MARCH QUARTER, 1990

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) were 3,915,347 tons of product containing an equivalent 2,288,272 tons K_2O during the period January-March, 1990, according to the Potash & Phosphate Institute. This was an increase of more than 8% over the preceding January-March period.

EXPORTS to other countries were 908,602 tons K_2O, an increase of 15%.

TOTAL AGRICULTURAL SALES (including exports) were 2,132,641 tons K_2O, an increase of over 8%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 1,173,652 tons K_2O, a 3% increase. In addition, 103,544 tons K_2O were imported into the United States from Asia and Europe.

AGRICULTURAL SALES IN CANADA amounted to 84,125 tons K_2O, an increase of 37%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 155,631 tons K_2O, an increase of 9%.

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POTASH & PHOSPHATE INSTITUTE
POTASH SALES BY NORTH AMERICAN PRODUCERS
JANUARY - MARCH QUARTER 1990 AND 1989 E-287

(K_2O TONS)

AGRICULTURAL	JANUARY-MARCH	
UNITED STATES	1990	1989
Standard Muriate	80,400	117,380
Coarse Muriate	441,370	436,457
Granular Muriate	484,506	449,719
Soluble Muriate	104,581	90,490
Sulphates	62,795	47,172
* TOTAL UNITED STATES	1,173,652	1,141,218
CANADA		
Standard Muriate	902	238
Coarse Muriate	30,873	25,723
Granular Muriate	44,675	31,858
Soluble Muriate	1,289	1,316
Sulphates	6,386	2,113
* TOTAL CANADA	84,125	61,248
** EXPORTS		
Standard Muriate	672,731	527,583
Coarse Muriate	44,666	43,370
Granular Muriate	97,741	138,021
Soluble Muriate	17,336	30,738
Sulphates	42,390	28,440
TOTAL EXPORTS	874,864	768,152
TOTAL AGRICULTURAL	**2,132,641**	**1,970,618**
NON-AGRICULTURAL		
UNITED STATES		
Muriate	80,192	83,008
Soluble Muriate	33,345	32,574
Sulphates	1,703	1,538
TOTAL UNITED STATES	115,240	117,120
CANADA		
Muriate	5,970	3,452
Soluble Muriate	522	676
Sulphates	161	38
TOTAL CANADA	6,653	4,166
EXPORTS		
Muriate	2,833	2,008
Soluble Muriate	30,894	19,371
Sulphates	11	-
TOTAL EXPORTS	33,738	21,379
TOTAL NON-AGRICULTURAL	**155,631**	**142,665**
GRAND TOTAL	**2,288,272**	**2,113,283**
OVERSEAS IMPORTS INTO THE UNITED STATES		
Muriate	92,667	105,540
Sulphate of Potash	10,877	10,140
TOTAL IMPORTS	103,544	115,680

* Does not include imports from overseas.
** Canadian and U.S. deliveries to countries other than the U.S. and Canada.

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PRESS RELEASE

E--288
August 1990

POTASH SALES
FERTILIZER YEAR 1989/90

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) during the fertilizer year 1989/90 were 16,308,600 tons of product containing an equivalent 9,523,959 tons K_2O according to the Potash & Phosphate Institute. This was a decrease of about 3% from the previous fertilizer year.

EXPORTS to other countries were 3,618,412 tons K_2O, a decrease of almost 17%.

TOTAL AGRICULTURAL SALES (including exports) were 8,881,939 tons K_2O, a decrease of 3%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 4,992,929 tons K_2O, an increase of almost 9%.

AGRICULTURAL SALES IN CANADA amounted to 430,974 tons K_2O, an increase of over 11%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 642,020 tons K_2O, an increase of less than 1%.

APRIL - JUNE, 1990

TOTAL SALES for all purposes (including exports) were 2,755,400 tons K_2O, during the period April-June, 1990, a decrease of 6% from the prior April-June period.

EXPORTS to other countries were 1,087,248 tons K_2O, a decrease of 18%.

TOTAL AGRICULTURAL SALES (including exports) were 2,585,779 tons K_2O, a decrease of almost 7%.

AGRICULTURAL SALES IN THE UNITED STATES by the North American producers were 1,293,657 tons K_2O, essentially the same as 1989.

AGRICULTURAL SALES IN CANADA amounted to 256,577 tons K_2O, an increase of 33%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 169,621 tons K_2O, an increase of more than 6%.

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POTASH & PHOSPHATE INSTITUTE
POTASH SALES BY NORTH AMERICAN PRODUCERS
FERTILIZER YEAR AND APRIL-JUNE QUARTER, 1989/90 AND 1988/89 E-288

(K2O TONS)

AGRICULTURAL	FERTILIZER YEARS		APR - JUN	APR - JUN
UNITED STATES	1989/90	1988/89	1990	1989
Standard Muriate	293,932	324,952	77,945	88,582
Coarse Muriate	2,251,067	2,083,788	550,030	548,463
Granular Muriate	1,886,888	1,673,162	501,664	476,880
Soluble Muriate	374,666	361,159	113,739	129,828
Sulphates	186,376	154,862	50,279	46,888
* TOTAL UNITED STATES	4,992,929	4,597,923	1,293,657	1,290,641
CANADA				
Standard Muriate	2,251	3,709	797	289
Coarse Muriate	145,580	134,238	87,622	54,835
Granular Muriate	259,111	227,196	158,642	129,405
Soluble Muriate	6,131	7,419	3,154	3,151
Sulphates	17,901	14,837	6,362	5,434
* TOTAL CANADA	430,974	387,399	256,577	193,114
** EXPORTS				
Standard Muriate	2,393,437	2,850,519	695,381	839,187
Coarse Muriate	273,905	322,989	89,075	140,924
Granular Muriate	548,151	814,434	165,911	249,297
Soluble Muriate	80,866	123,537	27,298	31,925
Sulphates	161,677	94,691	57,880	31,217
TOTAL EXPORTS	3,458,036	4,206,170	1,035,545	1,292,550
TOTAL AGRICULTURAL	8,881,939	9,191,492	2,585,779	2,776,305
NON-AGRICULTURAL				
UNITED STATES				
Muriate	329,905	326,552	81,897	85,014
Soluble Muriate	127,893	118,723	31,829	32,056
Sulphates	6,654	6,704	1,428	1,638
TOTAL UNITED STATES	464,452	451,979	115,154	119,078
CANADA				
Muriate	14,862	19,366	1,967	2,954
Soluble Muriate	1,823	2,553	649	560
Sulphates	507	269	148	35
TOTAL CANADA	17,192	22,188	2,764	3,549
EXPORTS				
Muriate	11,069	9,277	2,686	2,081
Soluble Muriate	149,090	124,921	48,957	34,229
Sulphates	217	44	60	0
TOTAL EXPORTS	160,376	134,242	51,703	36,310
TOTAL NON-AGRICULTURAL	642,020	608,409	169,621	158,937
GRAND TOTAL	**9,523,959**	**9,799,901**	**2,755,400**	**2,935,242**

* Does not include imports from overseas.
** Canadian and U.S. deliveries to countries other than the U.S. and Canada.